

REPORT 4  
89/10/10

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM  
AT MISSIONS ABROAD FOR FISCAL YEAR 88  
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST :604-DALLAS

011-OIL & GAS EQUIPMENT,SERVICES  
UNITED STATES OF AMERICA

PLANNING:	ACTIVITIES PROPOSED IN POST PLAN:	ANTICIPATED RESULTS:
	PROGRAM OF CALLS ON MAJOR U.S. GAS TRANSMISSION, PIPELINE AND END-USER COMPANIES TO DISCUSS FTA ENERGY PROVISIONS.	INCREASED SALES OF NATURAL GAS.
	SOLICIT 6-8 CANADIAN PARTICIPANTS/EXHIBITORS FOR THE 1988 SOCIETY OF PETROLEUM ENGINEERS SHOWS.	NEW AGENCIES AND SOFTWARE SALES.
	RECRUIT INCOMING BUYERS TO THE NATIONAL PETROLEUM SHOW.	
	DISCUSS WITH MAJOR U.S. FIRMS THE VALUE OF CANADIAN SOURCING FOR TURNKEY PROJECTS USING CCC, CIDA AND EDC.	MAJOR CANADIAN EQUIPMENT AND SERVICES SOURCING FOR THIRD COUNTRY PROJECTS.

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TRACKING:	ACTIVITIES UNDERTAKEN IN QUARTER:	QUARTERLY RESULTS REPORTED:
	QUARTER: 1 THIRD COUNTRY PROCUREMENT OFFICE CALLS.	ACCOMPANIED 6 OIL & GAS EQUIP BUYERS TO NAT'L PETROLEUM SHOW IN CALGARY. AT LEAST 15 NEW AGENT/REPRESENTATIVE AGREEMENTS WERE CONCLUDED AS A DIRECT RESULT.
	QUARTER: 2 Society of Petroleum Engineers Show, Houston, TX Oct. 2-5, 1988. 2. Recruit product literature for Society of Petroleum Engineers Show	Preliminary planning for show 2. Literature received from 18 Canadian firms
	QUARTER: 3 -----	
	QUARTER: 4 Program of calls on major US gas transmission, pipeline and end-user companies to discuss FTA energy provisions.	Follow-up to presentations in New Mexico June/88 and Oklahoma Dec/88.